



AltusGroup



Greater Toronto Area High Rise Projects

New Homes Monthly Market
Report Data as of December 2022

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Dec-22	Dec-21	Change
High Rise	398	2,186	-81.8%
Low Rise	165	635	-74.0%
Total	563	2,821	-80.0%

Year to Date Sales	Jan.-Dec.2022	Jan.-Dec.2021	Y/Y Change
High Rise	20,917	32,734	-36.1%
Low Rise	4,483	13,885	-67.7%
Total	25,400	46,619	-45.5%

Year to Date Supply	Jan.-Dec.2022	Jan.-Dec.2021	Y/Y Change
High Rise	24,690	29,081	-15.1%
Low Rise	5,440	12,349	-55.9%
Total	30,130	41,430	-27.3%

Year to Date Completions	Jan.-Dec.2022	Jan.-Dec.2021	Y/Y Change
High Rise	11,689	19,338	-39.6%

Remaining Inventory	Dec-22	Nov-22	Dec-21	M/M Change	Y/Y Change
High Rise	11,590	11,789	7,988	-1.7%	45.1%
Low Rise	1,730	1,798	773	-3.8%	123.8%
Total	13,320	13,587	8,761	-2.0%	52.0%

Benchmark Price	Dec-22	Nov-22	Dec-21	M/M Change	Y/Y Change
High Rise	\$1,131,614	\$1,121,906	\$1,163,924	0.9%	-2.8%
Low Rise	\$1,753,356	\$1,741,828	\$1,829,693	0.7%	-4.2%

Projects	New Openings	All Active	Under Const.	Pre-Const.
High Rise Projects	2	344	387	107
High Rise Units	292	88,333	108,504	25,576
% Sold*	6%	87%	93%	70%
Low Rise Projects	2	177		
Low Rise Units	96	19,424		
% Sold*	15%	91%		

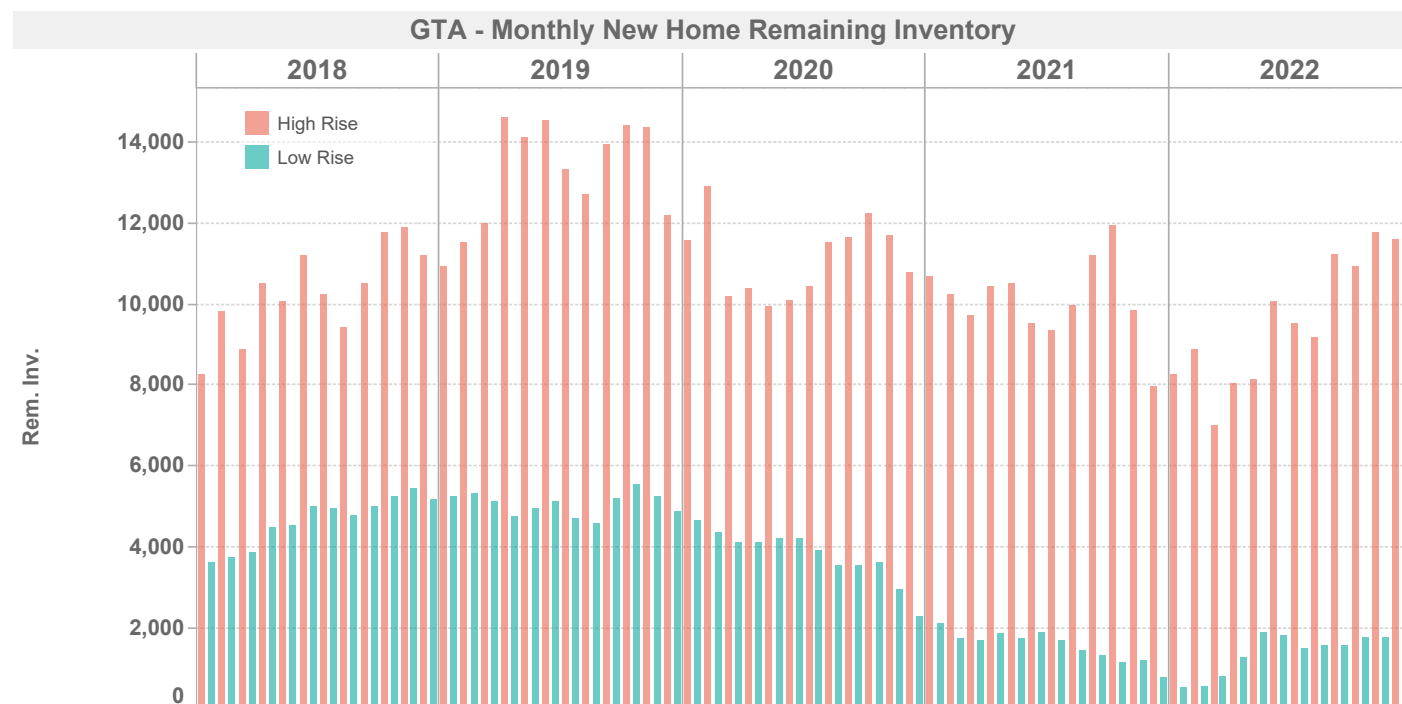
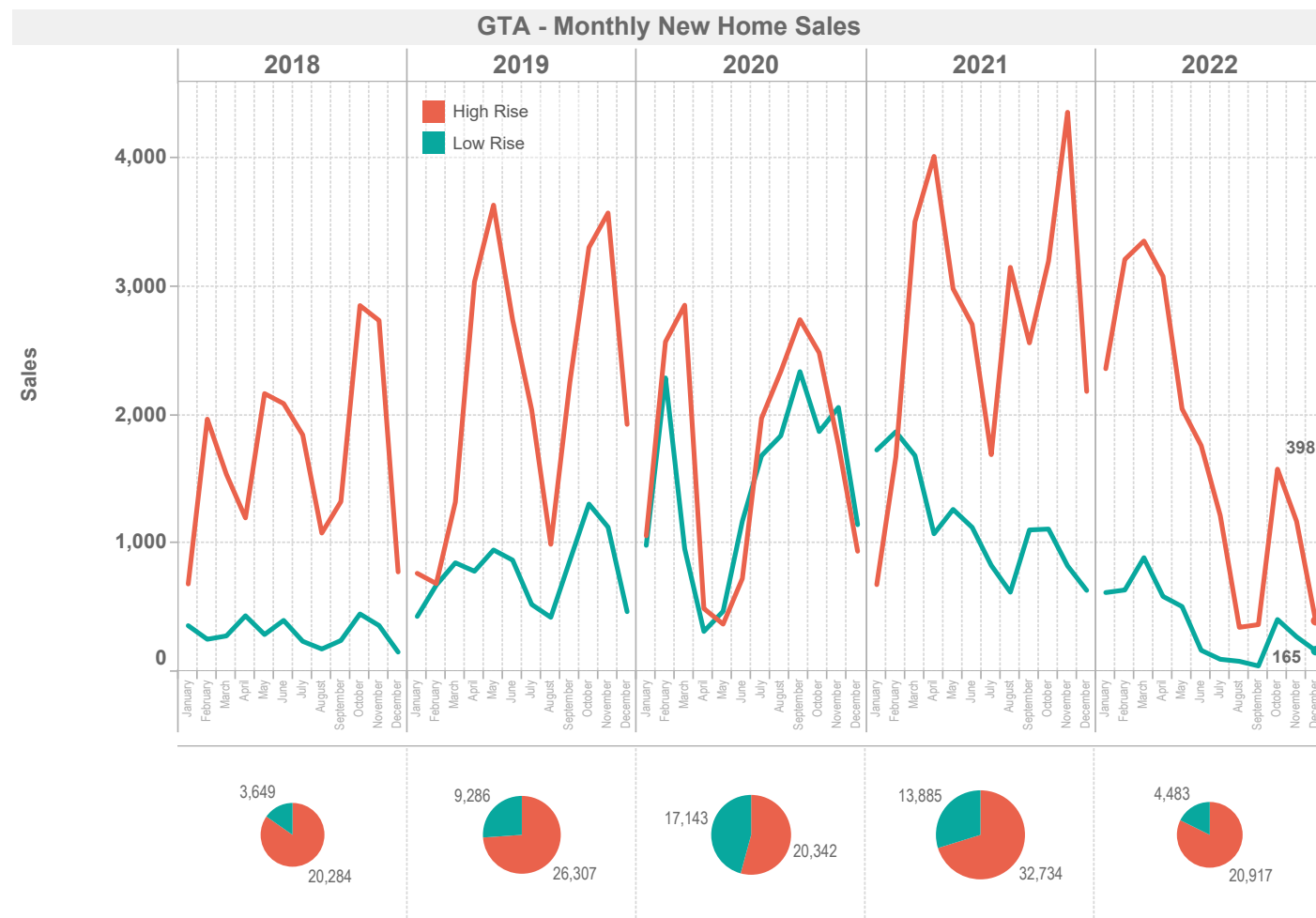
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

All Active includes all projects actively marketing available remaining inventory regardless of their construction status.

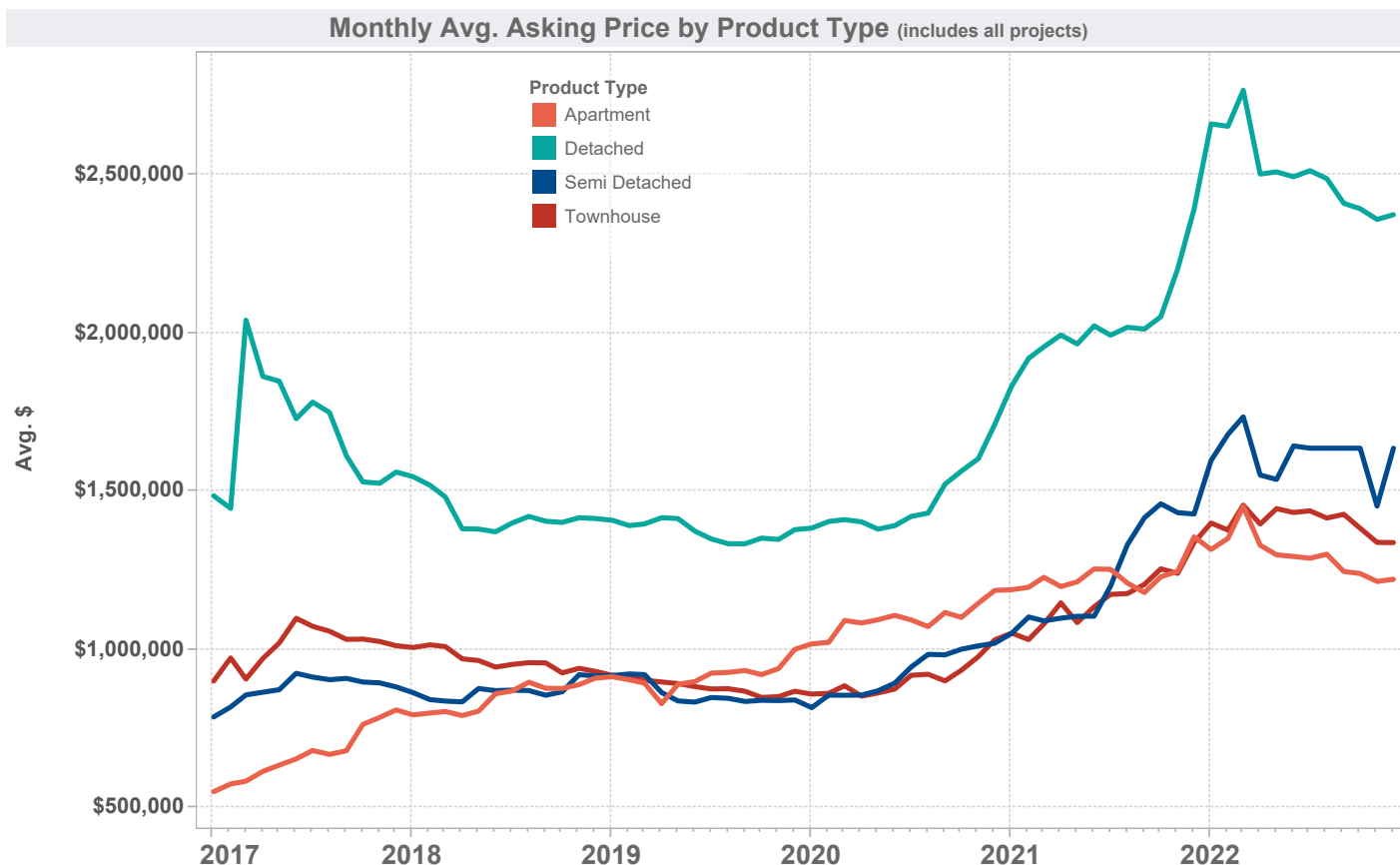
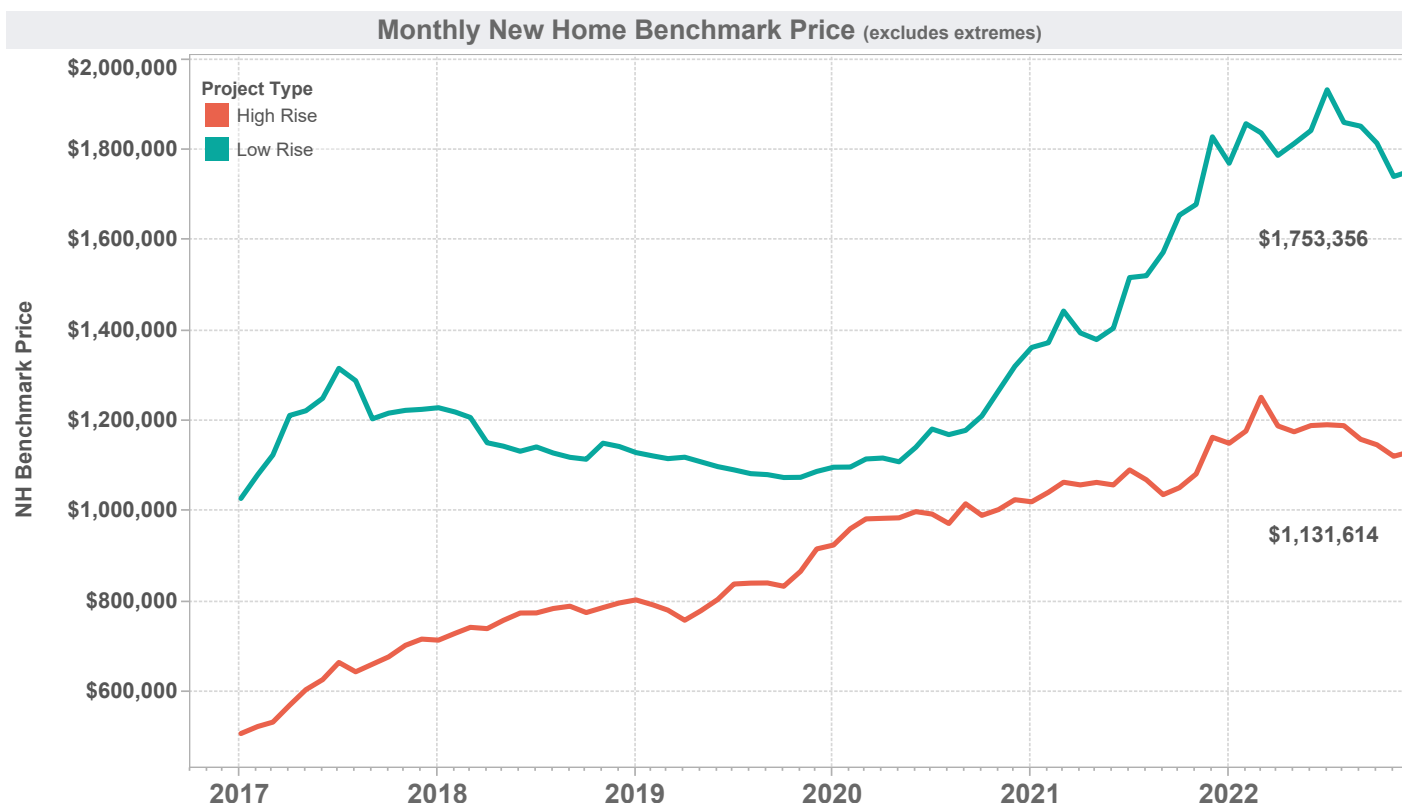
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

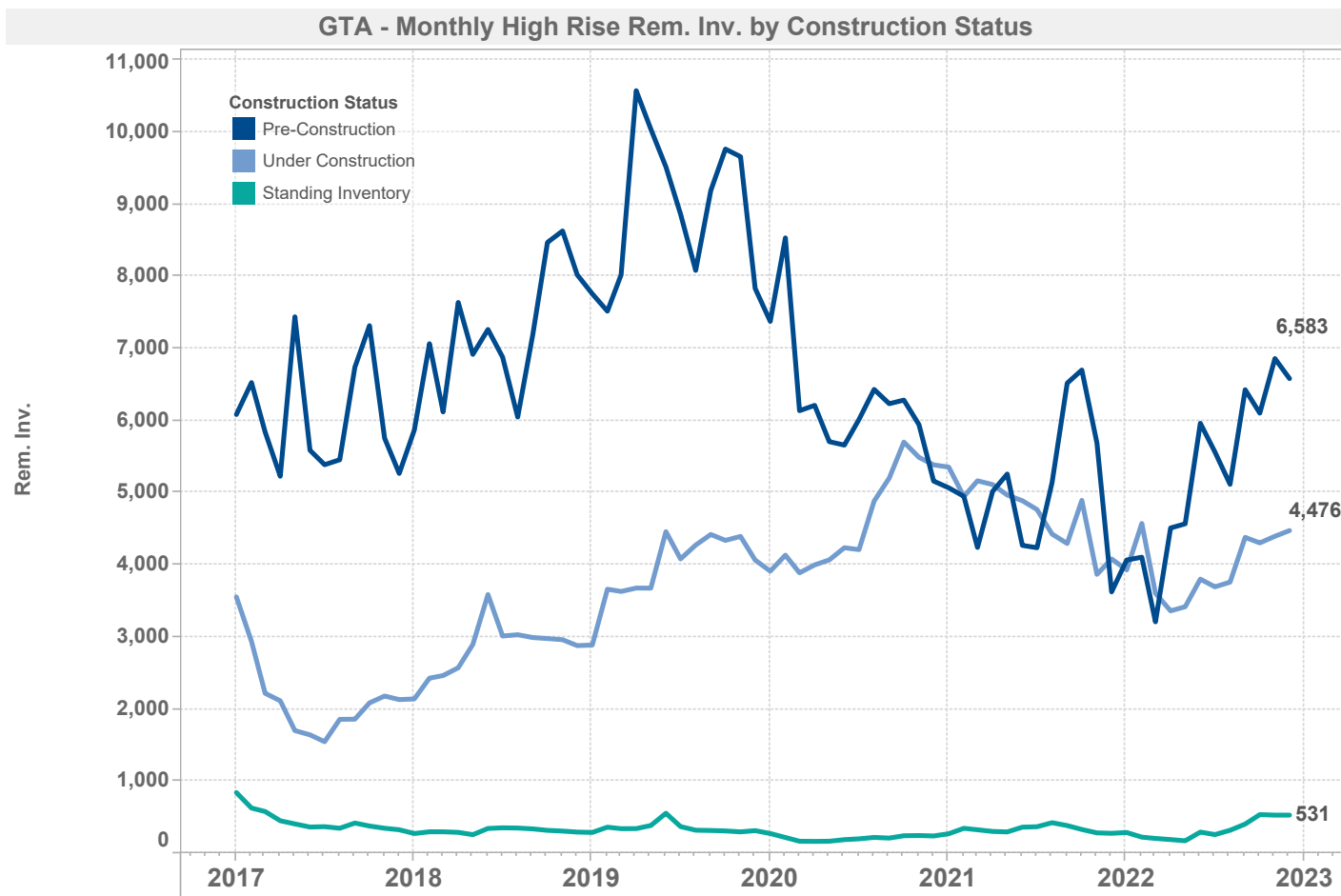
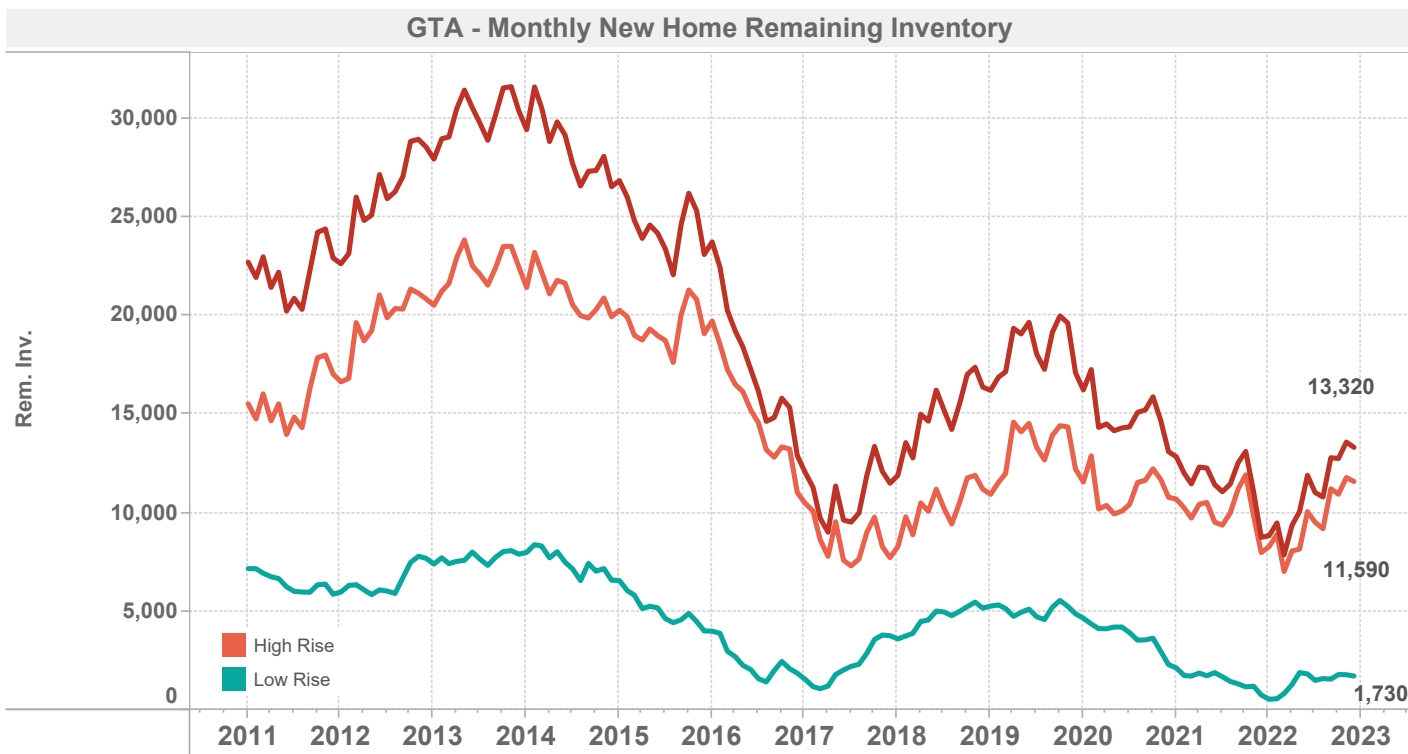
Sales & Remaining Inventory



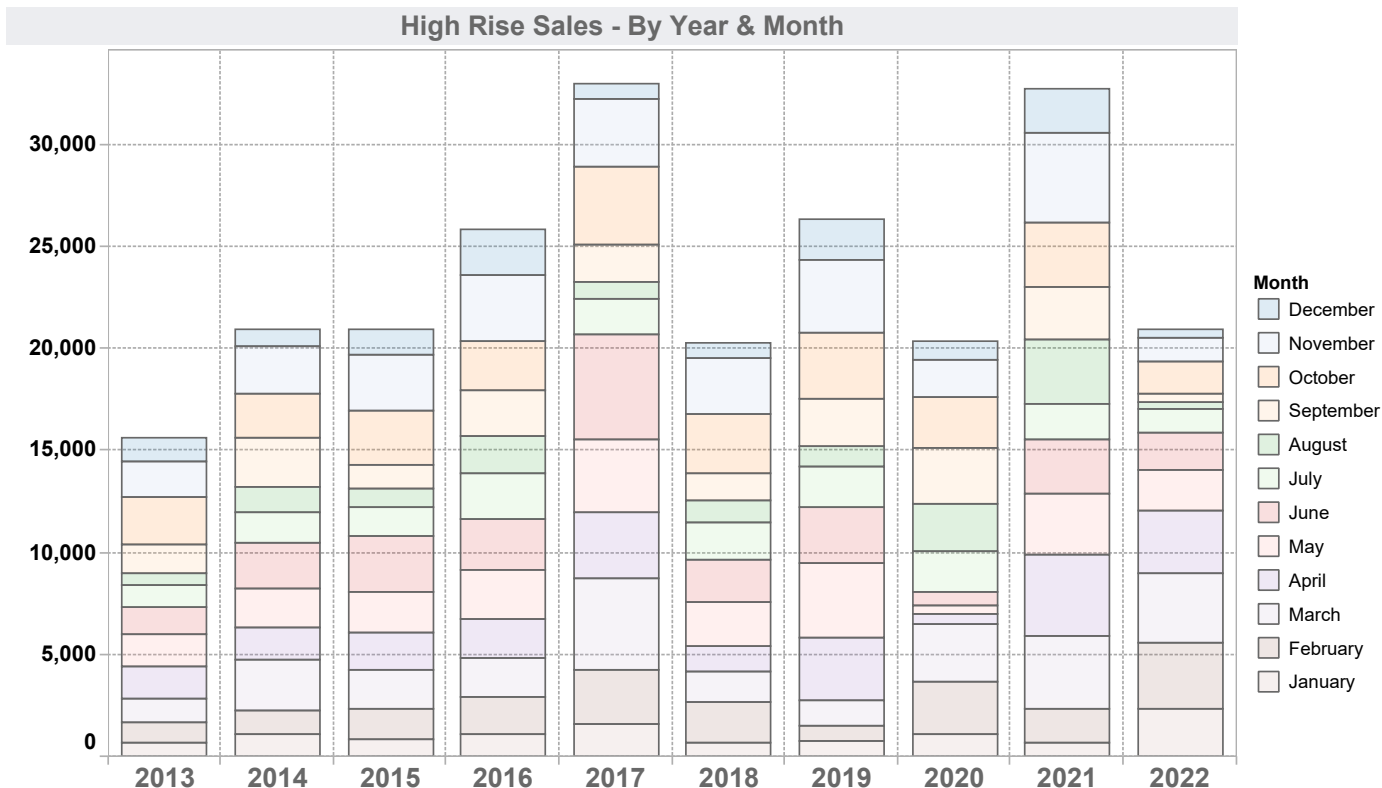
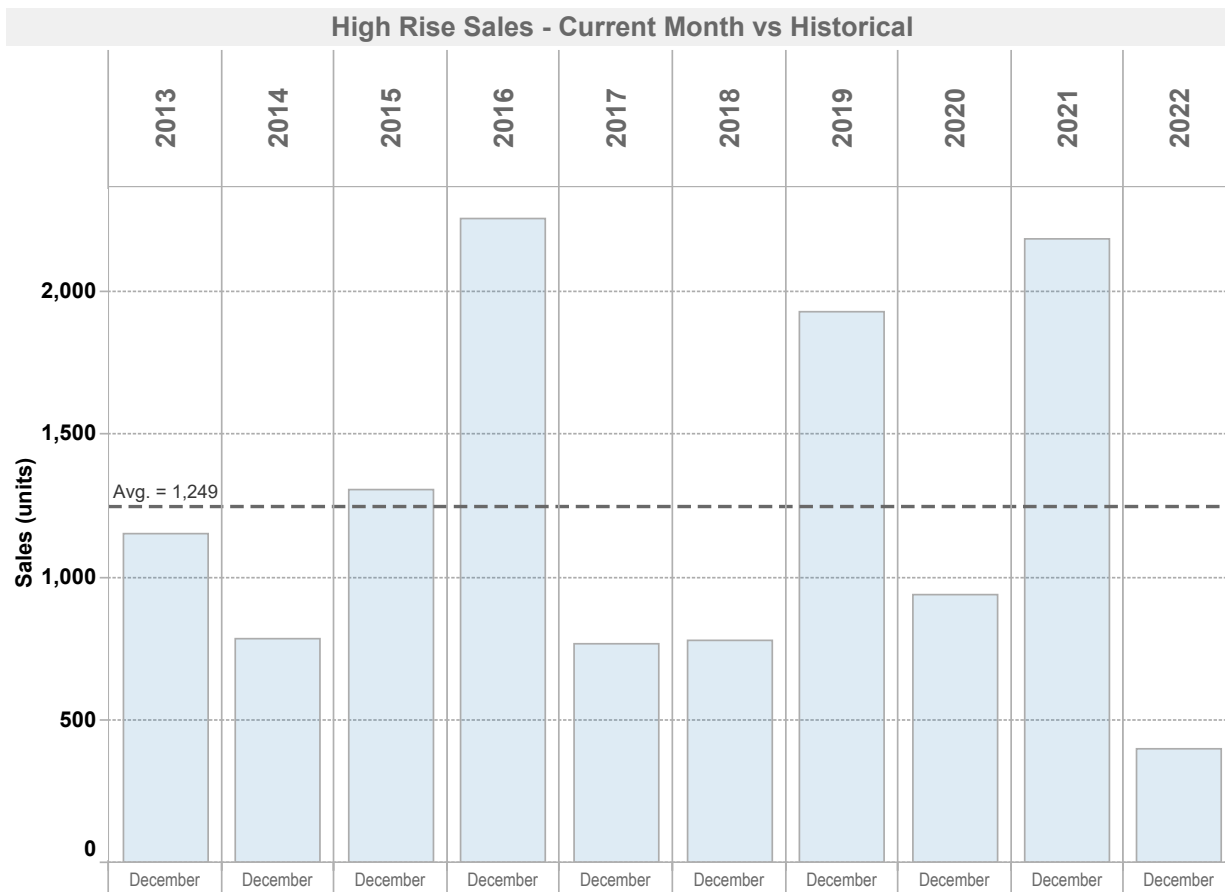
Pricing



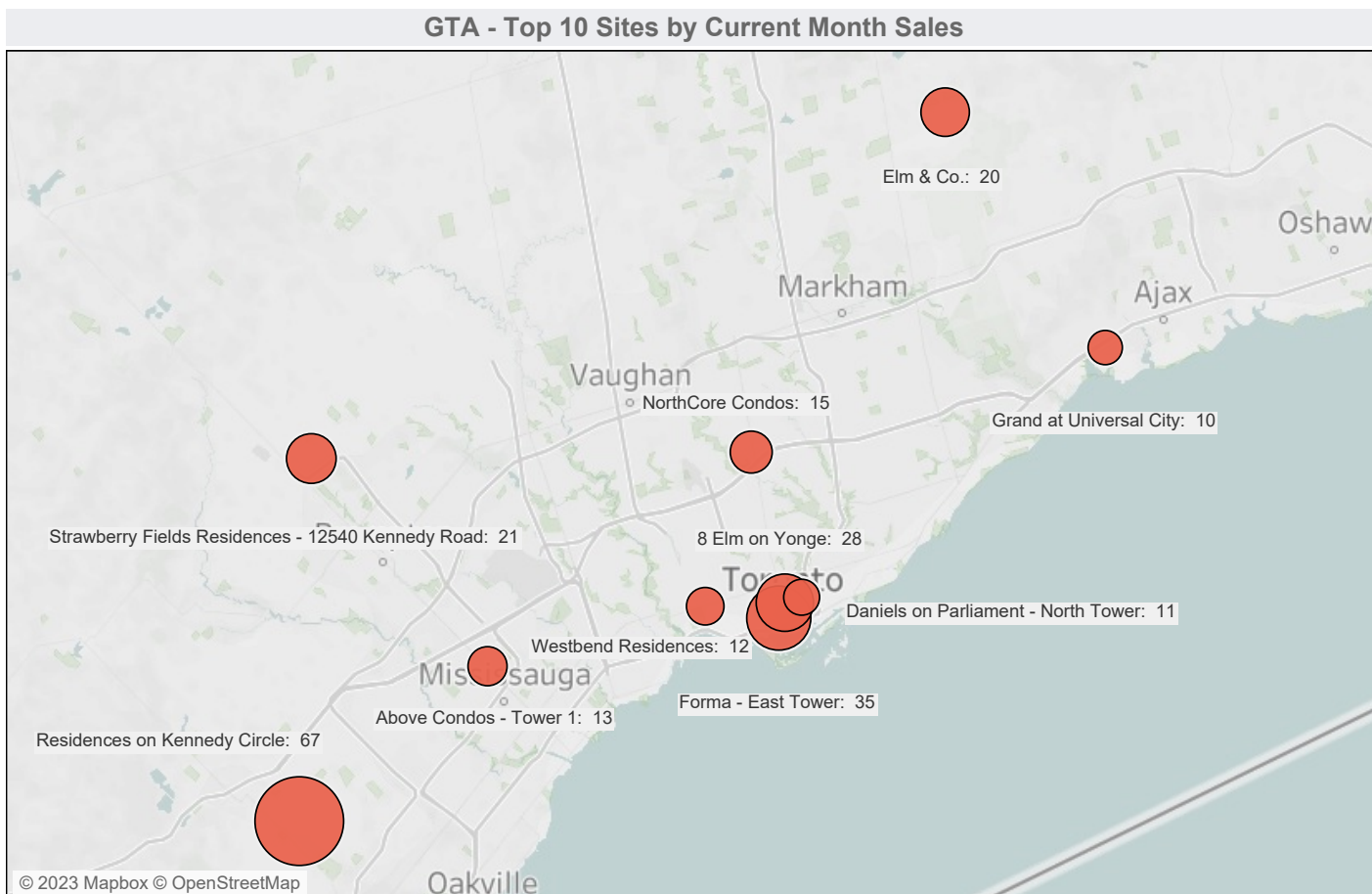
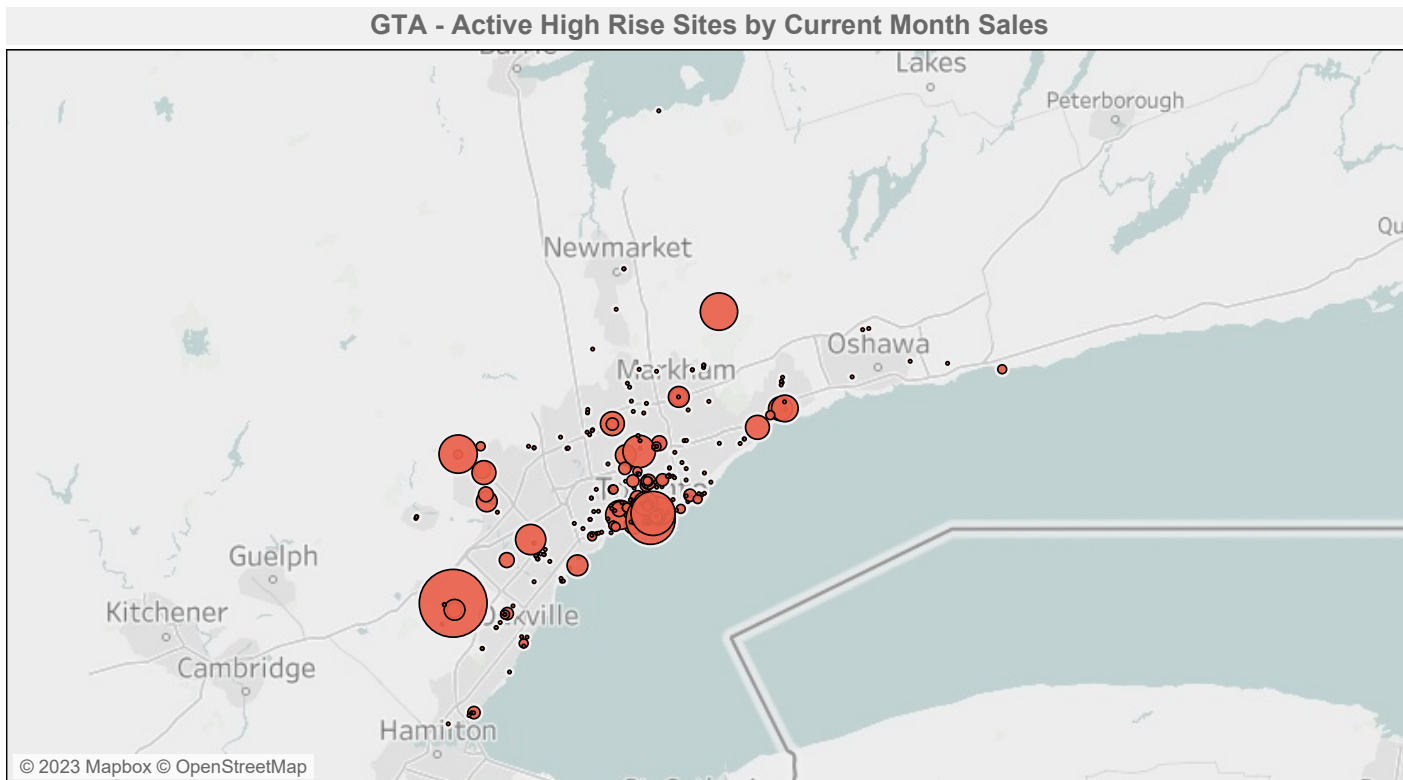
Remaining Inventory



Historical Sales Comparison



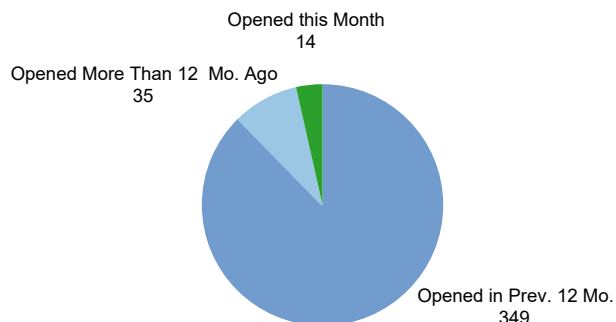
Current Sites



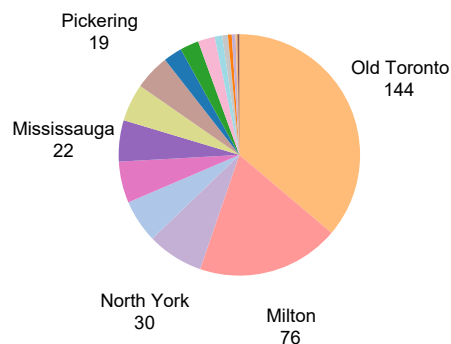
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

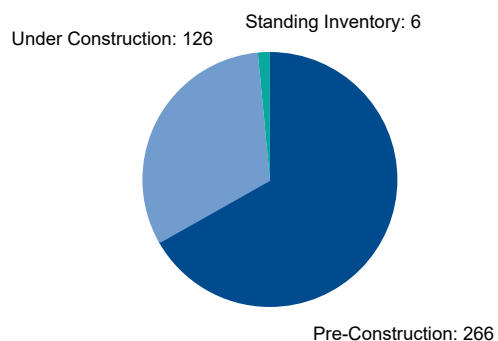
Sales by Opening Date



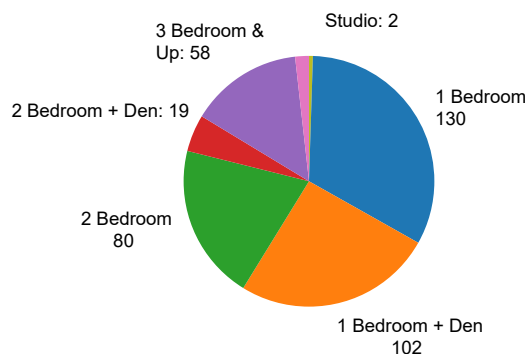
Sales by Municipality/Area



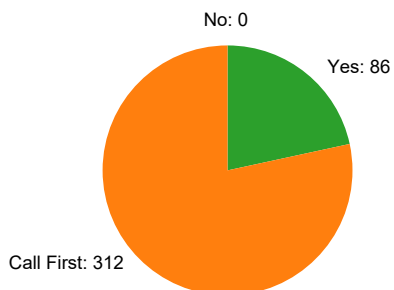
Sales by Const. Status



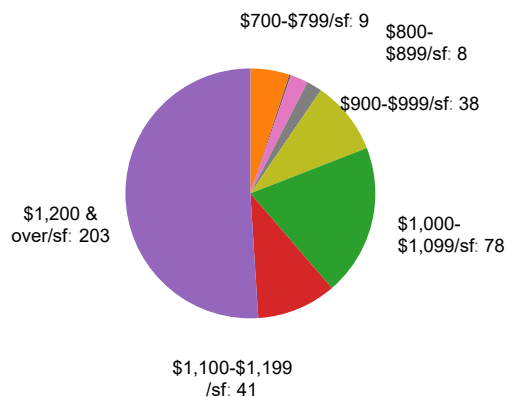
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



New Openings

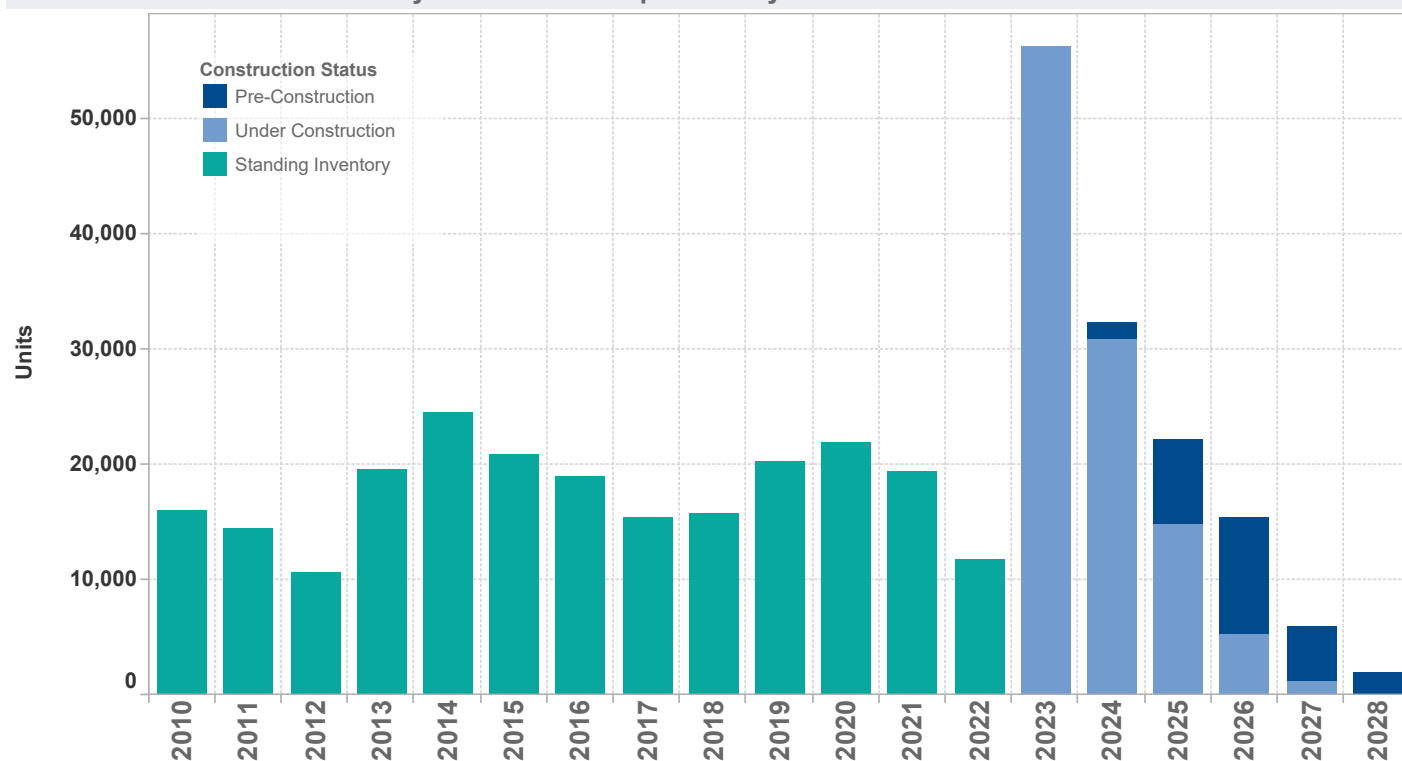
December 2022 - New Project Launches						
Site Name	Municipality	Opening Date	No# of Units	Current Month Sales *	Rem Inv	Avg. Current PPF
Heartlake Collection at UPTowns (Stacked) - Vandyk Properties Inc.	Brampton	2022-12-03	94	8	86	\$754
Downtown Aura - Umbria Development Group	Brampton	2022-12-05	148	6	142	\$936
Grand Total			242	14	228	\$800

* Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period.

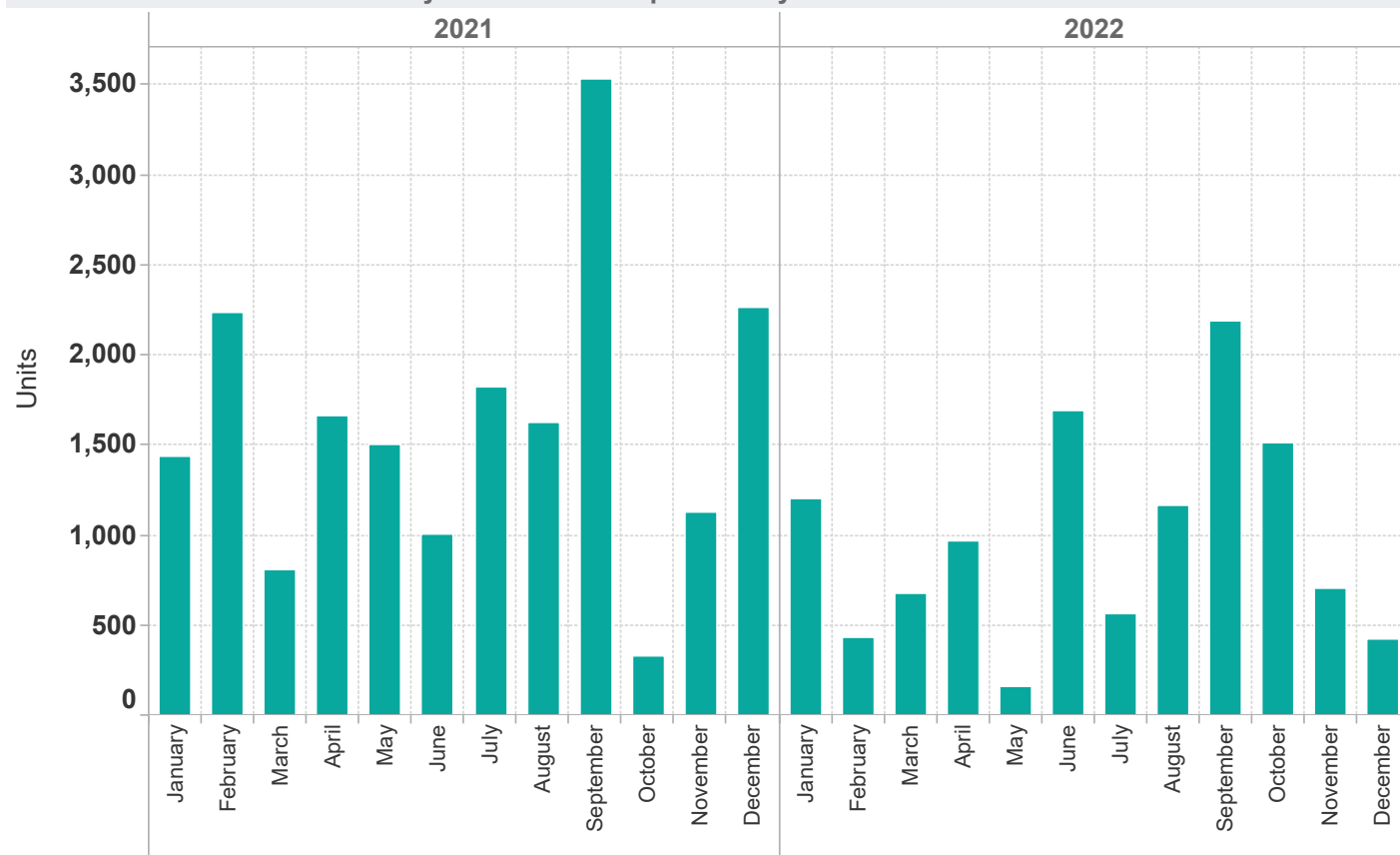


Scheduled Completions

GTA - Yearly Scheduled Completions by Current Construction Status



GTA - Monthly Scheduled Completions by Current Construction Status



Top Builders - YTD

GTA - Top High Rise Builders by YTD Sales

Builder	2022												Total	Market Share %
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.		
Concord Adex	56	27	881	87	21	2	0	0	4	14	3	2	1,097	5.2%
Tribute Communities	100	440	40	216	12	2	28	6	6	110	22	10	992	4.7%
Plaza	93	448	72	11	1	0	286	46	19	5	6	0	987	4.7%
Mattamy Homes	0	71	208	115	49	3	10	0	20	29	243	21	769	3.7%
Centrecourt Developments Inc.	676	49	4										729	3.5%
Great Gulf	17	15	24	3	1	364	88	19	10	29	56	37	663	3.2%
DREAM	1	0	0	0	5	365	87	19	10	29	56	35	607	2.9%
Diamond Corp	0	0	1	387	26	5	129	15	23	11	3	6	606	2.9%
Tridel	43	41	47	17	9	142	10	14	10	225	20	14	592	2.8%
Reserve Properties	2	19	1	0	2	4	14	0	0	498	18	32	590	2.8%
Capital Developments	3	0	2	0	0	0	0	0	0	498	20	28	551	2.6%
Madison Group	13	11	465	30	5	2	5	5	6	6	0	3	551	2.6%
Daniels Corporation	17	26	10	127	7	40	65	8	7	208	15	13	543	2.6%
Camrost Felcorp	8	252	13	2	209	16	22	2	0	2	1	3	530	2.5%
Marlin Spring	4	8	19	229	31	64	24	12	13	7	66	15	492	2.4%
Poetry Living					0	477	8	0	0	0	0	0	485	2.3%
Canderel Residential	9	112	19	7	3	1	101	100	71	38	14	3	478	2.3%
Vandyk Properties Inc.	0	0	0	13	352	64	19	5	2	2	6	12	475	2.3%
Urban Capital Property Group	29	28	15	17	298	18	13	11	6	11	3	0	449	2.1%
Rogers Real Estate Development Limited	22	25	14	17	297	18	13	11	5	11	2	0	435	2.1%
Alterra	0	0	0	387	26	5	5	0	4	1	0	3	431	2.1%
DBS Developments		154	128	81	31	0	0	0	1	0	0	0	395	1.9%
Lifetime Developments	250	35	2	10	18	5	6	2	0	47	2	5	382	1.8%
Crown Communities	1			156	139	20	20	4	10	9	3	8	370	1.8%
Pinedale Properties Ltd.	250	35	2	1	18	5	5	2	0	29	2	5	354	1.7%
Total (All 218 Builders)	2,363	3,215	3,358	3,083	2,050	1,764	1,218	347	368	1,580	1,173	398	20,917	

Please Note: Sales in projects associated with more than one builder (ie: joint ventures) have been allocated in the full amount to each builder involved.

Top Builders - Last 12 Months

GTA - Top High Rise Builders by Last 12 Month's Sales

Builder	2022												Total	Market Share %
	Jan.	Feb.	Mar.	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.		
Concord Adex	56	27	881	87	21	2	0	0	4	14	3	2	1,097	5.2%
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Top Sites

GTA - Top High Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Unit Type	2022 December
NorthCore Condos - Fieldgate Homes and Westdale Properties	North York	Apartment	2 Bedroom	1
			Studio	0
			Total	15
Above Condos - Tower 1 - Marlin Spring and RioCan	Mississauga	Apartment	1 Bedroom	6
			1 Bedroom + Den	3
			2 Bedroom + Den	0
			3 Bedroom & Up	0
			2 Bedroom	3
			Studio	1
			Total	13
Westbend Residences - Mattamy Homes	Old Toronto	Apartment	1 Bedroom	3
			1 Bedroom + Den	6
			2 Bedroom + Den	0
			3 Bedroom & Up	1
			2 Bedroom	2
			Studio	0
			Total	12
Daniels on Parliament - North Tower - Daniels Corporation	Old Toronto	Apartment	1 Bedroom	0
			3 Bedroom & Up	4
			2 Bedroom	7
			Studio	0
			Total	11
Grand at Universal City - Chestnut Hill Developments	Pickering	Apartment	1 Bedroom	2
			1 Bedroom + Den	3
			2 Bedroom + Den	3
			3 Bedroom & Up	0
			2 Bedroom	2
			Total	10
Bedford - Burnac Corporation	Old Toronto	Apartment	1 Bedroom	2
			1 Bedroom + Den	0
			2 Bedroom + Den	3
			3 Bedroom & Up	3
			2 Bedroom	0
			Total	8
Gates of Thornhill - Picola Tower - Marydel Homes	Vaughan	Apartment	1 Bedroom	5
			1 Bedroom + Den	3
			2 Bedroom + Den	0
			2 Bedroom	0

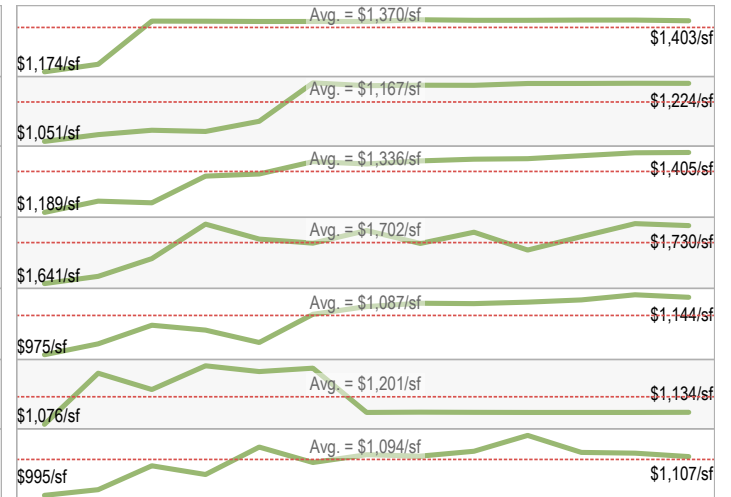
Market Parameters by Area

Current Market Parameters & Trend by Area

Avg. Asking Price/SF

416 Area	East York	\$1,403/sf
	Etobicoke	\$1,224/sf
	North York	\$1,405/sf
	Old Toronto	\$1,730/sf
	Scarborough	\$1,144/sf
	York	\$1,134/sf
905 Area	905 All Muni.	\$1,107/sf

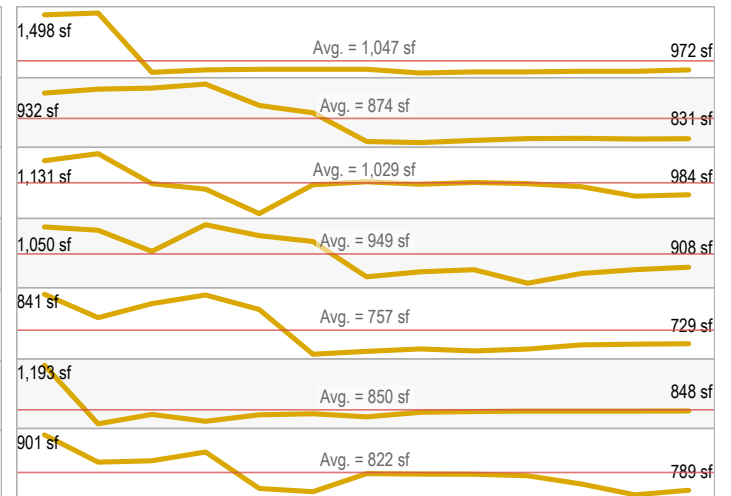
Last 13 Months



Avg. Remaining Unit Size (SF)

416 Area	East York	972 sf
	Etobicoke	831 sf
	North York	984 sf
	Old Toronto	908 sf
	Scarborough	729 sf
	York	848 sf
905 Area	905 All Muni.	789 sf

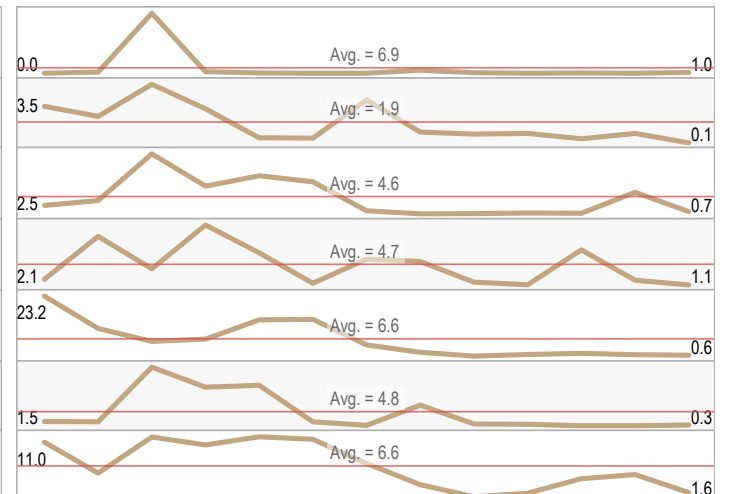
Last 13 Months



Avg. Absorption Rate (Sales/Site)

416 Area	East York	1.0
	Etobicoke	0.1
	North York	0.7
	Old Toronto	1.1
	Scarborough	0.6
	York	0.3
905 Area	905 All Muni.	1.6

Last 13 Months



Y./Y. Sales Comparison

Current Month Sales Compared to Previous Year by Submarket

SubMarket	Municipality	December 2021				December 2022		
		Apartment	Loft	Stacked	Total	Apartment	Stacked	Total
Bloor - Yorkville	Old Toronto	18			18	10		10
Central Waterfront	Old Toronto	10			10	0		0
Don Mills - York Mills	North York	13		55	68	0	0	0
Downtown Core	Old Toronto	6			6	31		31
Downtown East	Old Toronto	88			88	25		25
Downtown West	Old Toronto	37			37	36		36
Etobicoke Waterfront	Etobicoke	0			0	0		0
Highway7 - Yonge	Markham	0			0	0		0
	Richmond Hill	0		7	7	0	0	0
Mississauga City Centre	Mississauga	101			101	0		0
North Toronto	Old Toronto	35		0	35	9	0	9
North Yonge Corridor	North York	2		0	2	15	0	15
North York East	North York	0		0	0	0		0
North York West	North York	25		0	25	11	0	11
Not Applicable	Aurora			32	32		0	0
	Brampton	112		13	125	3	20	23
	Burlington	11			11	2		2
	Caledon	1		0	1	22		22
	Clarington	9			9	1		1
	East York	0		0	0	3	0	3
	Etobicoke	59		0	59	1		1
	Georgina	1			1	0		0
	Halton Hills	0			0	0		0
	King	13			13	0		0
	Markham	26		4	30	10	0	10
	Milton	272			272	76		76
	Mississauga	83		47	130	22	0	22
	Newmarket	31	0	6	37	0		0
	Oakville	93		0	93	4		4
	Old Toronto	1			1	3		3
	Oshawa	12			12	0		0
	Pickering	6		98	104	18	1	19
	Richmond Hill			2	2		0	0
	Scarborough	278		0	278	9	0	9
	Vaughan	452		2	454	8	2	10
	Whitby	0			0	0		0
	Whitchurch-Stouffville	8			8		20	20
	York	6			6	1	1	2
Sheppard Corridor	North York	2		0	2	4	0	4
Thornhill	Markham	2			2	0		0
	Vaughan	14			14	0		0
Toronto East	Old Toronto	10			10	3		3
Toronto West	Old Toronto	32		0	32	27	0	27
Yonge - St. Clair	Old Toronto	51		0	51	0	0	0
Grand Total		1,920	0	266	2,186	354	44	398

Sales & Remaining Inventory

Last 12 Month's Sales & Remaining Inventory by Submarket

Last 12 Months - Sales						Remaining Inventory		
SubMarket	Municipality	Apartment	Loft	Stacked	Total	Apartment	Stacked	Total
Bloor - Yorkville	Old Toronto	248			248	295		295
Central Waterfront	Old Toronto	47			47	478		478
Don Mills - York Mills	North York	432		178	610	78	7	85
	Old Toronto							
Downtown Core	Old Toronto	3,069			3,069	736		736
Downtown East	Old Toronto	1,358			1,358	806		806
Downtown West	Old Toronto	1,138			1,138	910		910
Etobicoke Waterfront	Etobicoke	28			28	0		0
Highway7 - Yonge	Markham	13			13	1		1
	Richmond Hill	2		8	10	0	23	23
Mississauga City Centre	Mississauga	1,121			1,121	111		111
North Toronto	North York							
	Old Toronto	386		9	395	365	4	369
North Yonge Corridor	North York	634		5	639	103	1	104
	Old Toronto							
North York East	North York	0		1	1	0		0
North York West	North York	448		2	450	245	1	246
	Old Toronto							
	York							
Not Applicable	Ajax							
	Aurora			6	6		0	0
	Brampton	1,209		189	1,398	673	292	965
	Burlington	294			294	86		86
	Caledon	41		9	50	118		118
	Clarington	39			39	19		19
	East York	265		3	268	63	0	63
	Etobicoke	309		6	315	556		556
	Georgina	3			3	4		4
	Halton Hills	178			178	35		35
	King	84			84	10		10
	Markham	305		7	312	259	10	269
	Milton	568			568	217		217
	Mississauga	1,089		36	1,125	728	6	734
	Newmarket	137	2	96	235	47		47
	North York							
	Oakville	1,039		1	1,040	553		553
	Old Toronto	346			346	193		193
	Oshawa	288			288	97		97
	Pickering	869		119	988	773	64	837
	Richmond Hill			9	9		8	8
	Scarborough	897		0	897	397	3	400
	Uxbridge							
	Vaughan	680		33	713	449	58	507
	Whitby	2			2	3		3
	Whitchurch-Stouffville	176		35	211		51	51
	York	341		19	360	147	65	212
Scarborough City Centre	Scarborough							
Sheppard Corridor	North York	527		7	534	273	7	280
Thornhill	Markham	18			18	29		29
	Vaughan	86			86	0		0
Toronto East	East York							
	Old Toronto	335			335	402		402
Toronto West	Old Toronto	980		7	987	651	1	652
Yonge - St. Clair	Old Toronto	94		7	101	73	6	79
Grand Total		20,123	2	792	20,917	10,983	607	11,590

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